



Z T M
A C A D E M Y



Career Guide to Your Dream Job

★[Click to see Course Outline](#)★

1. Getting Into The Job Hunting Mindset

The 4 Laws

- Review: The Fog Principle
- Review: Perception vs Reality
- Review: Don't be a Junior
- Review: Don't Swim with Others

Is This Career Right For Me?

- Don't have a loser's mentality (*i.e.* "The economy is bad")

Skill Stacking

- List your top 2~4 skills you want to focus on

A Mental Shift

- Do you have the right mindset? Check the 4 things in this video.

Bonus: Create a Bulletproof Career Plan

- Complete the [Future Proof Yourself Workshop](#)

2. Get More Interviews: Before Applying

Getting More Interviews

Step 1: Identify Your Career Path

- Pick a [specific career path](#) (what is your dream role?)

Step 2: Invest Time Into Education & Learning

Are you learning every single day? Daily learning routing is needed even if you're in the job hunting process. Make time each day to learn something about your craft.

Step 3: How To Become a Star

- Do you have all the 5 stars completed?

Develop Your Portfolio

- Have a Portfolio website live on the internet
- Share your Portfolio website on ZTM Discord channel *#portfolios-and-resumes*

Resume

Exercise: Resume Walkthrough (Resume Checklist)

- Use a pre-designed resume template
- Make the resume fit on 1 page
- Include words from job description
- Include company name you are applying to
- Does your first item on your resume reflect what they are looking for?
- Experience titles demonstrate value
- Do you have an online link?

- Remove the word "I"
- No buzzwords describing how great you are
- Are you using *Action* words?
- Measure everything in terms of impact, don't just describe your responsibilities
- Technical Knowledge/Skills should include what they are looking for. Only show years if it is impressive
- Include only sections/items that are impressive: Experience, Projects, Education, Technical Skills
- No typos or bad grammar (have it reviewed by someone)

Resources: Resume Templates

Resume Review

What If I Don't Have Enough Experience?

- Apply to jobs that appear difficult and at your limit. Never apply for something you are overqualified for.
- Have 2~3 items from the list in the video that make you stand out from the average.
- Have 1~2 Big (Wow) Projects. [Here are some ideas](#)

Optional Exercise: GitHub Master

Optional Exercise: Github README

- Have a Github Profile that looks professional

LinkedIn

- Complete your linkedIn profile with keywords and endorsements

Exercise: LinkedIn Endorsements

- [Join ZTM LinkedIn Group](#) and endorse someone

Portfolios

- Add 1~2 (ideally 2) big projects inside your portfolio. ZTM courses include projects that can be used for these.

Blogs & Socials

- Check social media and clean it up for the job hunt
- If people google your name does it make it look like you're a leader in the field? If not, maybe it's time to write and start a blog.
- Link your Blogs & Socials to your portfolio website

Should You Have a Blog?

Emails

Resources: Emails

Cover Letters That Don't Suck

Exercise: Cover Letters That Don't Suck

- Create a solid cover letter for yourself using the template provided
- Reach out through email to at least 5 companies you are applying to using the cover letter template provided

3. Get More Interviews: Start Applying

Start Applying. An Unconventional Guide

- Have you started applying to jobs?

No Shotguns Required

- Pick your dream jobs/companies. Apply to 5 jobs a week

Where To Find Jobs?

Resources: Where To Find Jobs

Secret Weapons: Coffee, AI, and Experience

- Google Everything

- Attend Company Events
- Talk to Employees
- Find their Stack
- Solve One of their Problems
- Just Show Up
- Your First Issue?
- Become a freelancer?
- Brainstorm with A.I.

The A.I. Issue

- Be personal in your approach. Don't overuse A.I.

Coffee Time Hack

- Invite and meet 5 people in your industry to coffee

Grow Your Network

- Attend at least 1 local event or meetup in your industry

Section Summary

4. The Interview: 90% Success Rate Method

Section Overview

It's Kind Of A Date: During the Interview

- Walk into the interview knowing that this is a learning experience. Not a do or die situation
- Be excited to interview. Enter the interview room with energy and smile (You're about to meet a really good friend energy)

Exercise: Hero Stories

- Prepare 2~4 stories that demonstrate the 4 heroes. Practice telling these stories over and over so it becomes second nature

It's Kind Of A Date: Key Takeaways

- Be polite and smile
- Be passionate and full of life and excited about the company and your work
- Don't have strong opinions. Be adaptable
- Make them feel special
- Always ask questions. Get the interviewer to talk

The Science of Mirroring

- Mirror the interviewer's energy and actions

Tell Me About Yourself

Exercise: Your Pitch

- Prepare your 1 minute pitch. Make sure it includes triggers of success, mention things you want to get asked, and skills should be relevant to the job.

Why Us?

- Make the interviewer/company feel special
- Show you want to grow
- Demonstrate why you are the best (keywords)
- No negativity

Tell Me About A Problem You Have Solved?

- Have a few stories prepared using the SAR method. Have metrics and numbers. Scaling, performance, security?

Exercise: Past Projects

- Have 1~2 project stories you can discuss and relate it to the job/company you are applying to. Make sure it makes you stand out!

What Is Your Biggest Weakness?

Exercise: Your Biggest Weakness

- Have a real answer

- Show how you improved your weakness

Any Questions For Us?

- Use one of my recommended questions from this video

Resources: Questions To Ask A Company

- Focus on the interviewer, not company (You)
- Mention something the interviewer mentioned

Do Your Homework

- Research the company before the interview and know what they are working on
- Go above and beyond if they give you a task

Too Cool For School

- Walk in not expecting the job. It's all practice.
- Have fun with it. Don't be desperate

Secret Weapons

- Review this video before an interview to have some of these secret weapons in the back of your mind

After The Interview

- Send a short thank you email and answer any questions you couldn't during the interview

Section Summary

5. Offer + Negotiation: Get Your Dream Job

Section Overview

Handling Rejection

- Watch this lecture anytime you get a rejection
- Email company back after rejection. Ask when you can apply again and ask how you can improve.

Negotiations 101

- Don't end the conversation. Use Anchoring technique using industry average
- Give a reason for everything
- Always negotiate initial offer
- Be positive during negotiations
- Have stakes. Always have alternative options

Handling An Offer

- Don't end the conversation. Be positive
- Ask for time to make the right decision. Don't feel like you need to rush with your answer
- Let other companies know of your offer
- Know exactly what they are going to pay you and your benefits. Know how it matches your expectations
- Know what value you are going to provide the company
- Go higher than initial offer

Handling Multiple Offers

- Rank offers based on criteria in this lecture

Getting A Raise

- Be a good employee that an employer values
- Ask for a raise, and have examples/case/proof of why you deserve that raise. Have material to show your employer.
- Ask for more than you initially think

Exercise: Negotiation Master

Section Summary

- Go get that dream job. It's all up to you now! 💪